

1015

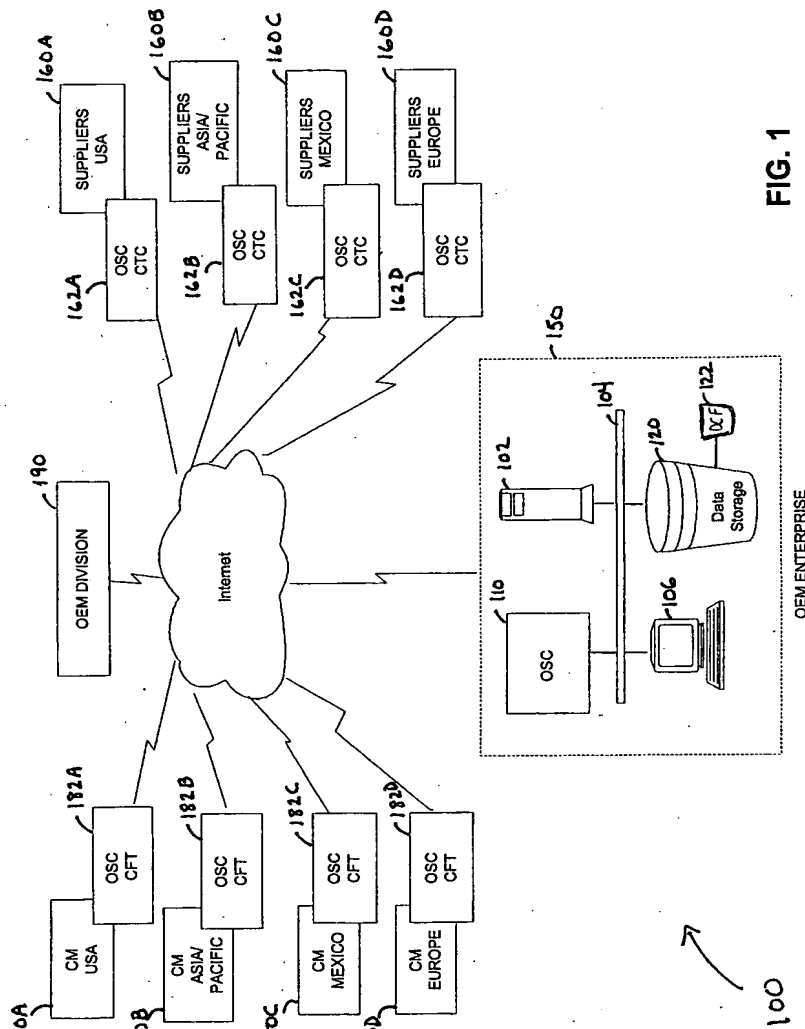


FIG. 1

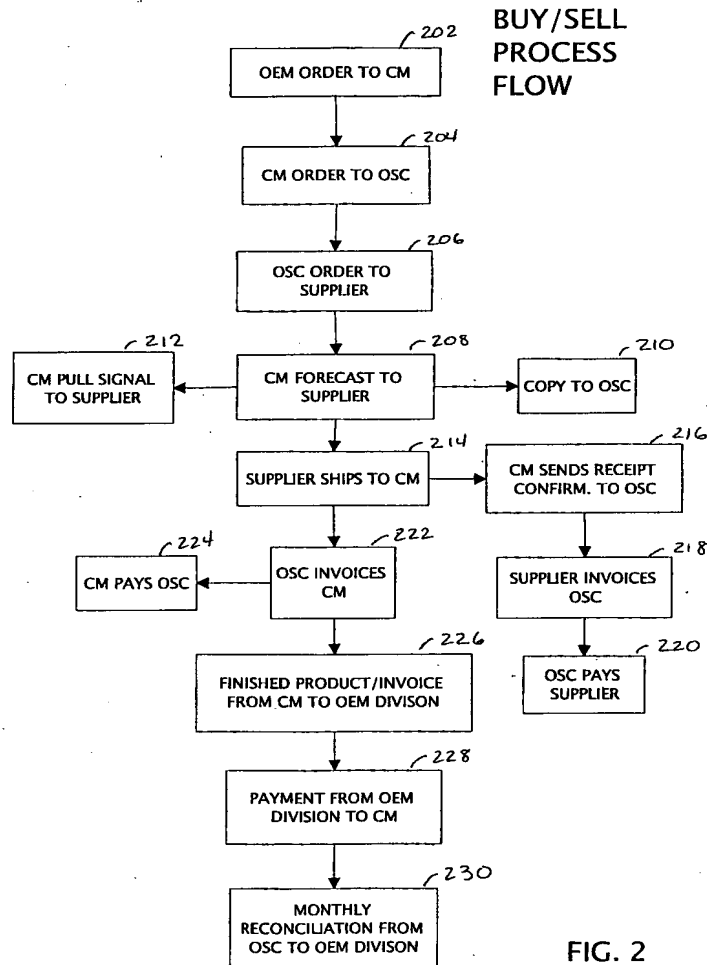


FIG. 2

Exception Approval Form				
Request Date:	Program Name:		804 Assembly #:	
Division:	Prog. Volumes:		Commodity:	
OEM P/Ns:				
Usage /Card:				
OEM contract #:				
CM price:				
Savings/Card:				
Component Supplier:				

Indicate the exception Logistic in the space provided for the commodity involved.

Mark off the CM awarded below and list the specific CM location.

Commodity	Preferred Logistic	Exception Logistic
SRAM (High Speed)	Buy/Sell	
SRAM (Low Speed)	Directed Sourcing	
Non-Vol EEPROM	CM Direct Buy	
Linears	Directed Sourcing or CM Direct Buy	
MCU's / Other Micros	Directed Sourcing	
ASICs	Directed Sourcing	
PLD's	Directed Sourcing	
Timing Solutions	Directed Sourcing	
VTL	Direct Buy	
Microprocessor CPU's	Buy/Sell	
Core Logic	Buy/Sell	
Fiber Optics	Buy/Sell	
Actives	CM Direct Buy	
Crystals	CM Direct Buy	
Magnetics	CM Direct Buy	
Tantalum Caps	CM Direct Buy	
Aluminum Caps	CM Direct Buy	
Ceramic Caps	CM Direct Buy	
SP & Neo Caps	CM Direct Buy	
Resistors	CM Direct Buy	
Discrete Optics	CM Direct Buy	

Indicate

CM AWARDED

GM LOCATION

[illegible]

Exception Business Case:

Action:

Approval Signature

DATE

FIG. 3

Exception Flow Guidelines

Preferred Sourcing Logistic	Existing CM		New CM (proj. savings/yr)
	Existing Supplier (proj. savings/yr)	New Supplier (proj. savings/yr)	
CM Direct Buy w/ OEM Benchmark	N/A	N/A	N/A
OEM Directed Sourcing	N/A	No Limit by P/N Total Savings w/ Supplier > \$50K	No Limit by P/N Total Savings w/ CM > \$100K
OEM Buy / Sell	\$10K per P/N	\$10K per P/N Total Savings w/ Supplier > \$100K	\$10K per P/N Total Savings w/ CM > \$250K

FIG. 4

Cost Drivers

Sourcing Directive	New Suppliers	New CM
OEM Directed Sourcing	- RFQ / Contract	- Order Book Link - DCF
OEM Buy / Sell	- EDI - VMI	- EDI - VMI - A/R

FIG. 5